

Message Text

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PAGE 01 BUCAR 00103 071052Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PASS-00 /020 W

-----071104Z 101933 /16

R 071022Z JAN 77

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 1032

UNCLAS BUCHAREST 0103

EO 11652: NA

TAGS: BEXP RO

SUBJECT: SOUTHWIRE COMPANY NEGOTIATIONS WITH ELECTRONUM

TO: MR FRED RONEY

SOUTHWIRE COMPANY

CARROLLTON, GEORGIA

TELEX 542799

AS IN MOST EASTERN EUROPEAN COUNTRIES, ROMANIAN FTOS ATTEMPT TO LINK COUNTERTRADE TO THEIR OWN PRODUCTS. WE HAVE BEEN INFORMED IN PAST HOWEVER BY MINISTRY OF FOREIGN TRADE THAT IT IS THEORETICALLY POSSIBLE FOR COUNTERPURCHASE TO INCLUDE PRODUCTS ACROSS FTO AND EVEN MINISTERIAL LINES. IF TRUE, AND THIS ASSURANCE HAS NOT BEEN TESTED RECENTLY, YOU MIGHT BE ABLE TO NEGOTIATE FOR WIDE RANGE OF ROMANIAN EXPORTS. UNFORTUNATELY, ROMANIANS TEND TO PRICE THOSE PRODUCTS FOR WHICH THEY HAVE ESTABLISHED MARKETS IN WEST AT UNATTRACTIVELY HIGH LEVELS.

ON ROMANIAN FOREIGN TRADE, WE ARE STILL AWAITING PUBLICATION OF VOLUME CONTAINING EXPORTS/IMPORTS BY COMMODITY FOR 1974. LATEST "STATISTICAL ANNUAL" CONTAINS ONLY OVERALL AGGREGATES FOR ABOUT 100 EXPORT PRODUCTS FOR 1975. YOU CAN HANDILY DIGEST WHAT WE HAVE WHEN YOU ARRIVE OR ALTERNATIVELY YOU CAN CALL JAY BURGESS OF THE BUREAU OF EAST/WEST TRADE IN THE DEPARTMENT OF COMMERCE WHO CAN FILL YOU IN ABOUT OUR BILATERAL TRADE FOR 1976.

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WE ARE NOT IN A POSITION TO ENDORSE ANY FIRMS AS TRADING PARTNERS. NO AMERICAN COMPANY SPECIALIZING IN COMPENSATION ARRANGEMENTS HAS COME TO OUR ATTENTION, BUT WE HAVE A LIST OF LONDON-BASED COMPANIES THAT DO HAVE EXPERIENCE, WHICH WE WILL HAPPILY GIVE YOU ON YOUR ARRIVAL.

IN THIS AREA YOU MIGHT ALSO WANT TO GO THROUGH ONE OF THE
NEW YORK BANKS. BECAUSE IT HAS A BRANCH HERE MANUFACTURERS-
HANOVER WOULD BE A LOGICAL PLACE TO BEGIN.

WE WILL BE HAPPY TO GIVE YOU A FULL BRIEFING ON THE CURRENT
STATE OF THE ROMANIAN ECONOMY AS WELL AS OUR BILATERAL TRADE
OUTLOOK WHEN YOU ARRIVE.

SORRY THAT I CANNOT BE OF MORE IMMEDIATE HELP. REGARDS, DICK
SCISSORS, ECON/COMMERCIAL COUNSELOR.

AMERICAN EMBASSY
BUCHAREST ROMANIA
BARNES

NOTE BY OC/T: BUCHAREST 103 PASSED ABOVE ADDRESSEE.

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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TAGS: BEXP, RO
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